

## Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 07986 220641Z  
ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 /019 W  
-----071701 220643Z /21

R 220352Z AUG 78  
FM AMEMBASSY TEHRAN  
TO USDC WASHDC  
INFO SECSTATE WASHDC 9942

UNCLAS TEHRAN 07986

E.O. 11652 C N/A  
TAGS: BBSR, IR  
SUBJ: WTDR/FTI: IRAN HYSTCO CO.

REF: USDOC 12305

1. IRAN  
OFFICE USE: 2. 507 3. 4. 01  
5. IRAN HYSTCO COMPANY  
6. 464 EISENHOWER AVE.  
7. TEHRAN  
8. CONTACT: MR. S HOMAYOUNFAR  
9. TITLE: MANAGING DIRECTOR  
10. PHONE: 957070, 963887 11. TELEX: 212492 SASAN  
12. CABLE 820 TEHRAN  
13. ESTABL: 1970 14. EMPL: 20 15. SIZE: MEDIUM  
16. REPUTATION: (Y) GOOD 17. RPT DATE: 8/78  
OFFICE USE: 18. NA 19. NA 20. X 21. NA 22. NA  
23A. 35314-20/235 CONSTRUCTION POWER CRANES.  
23B. 35319-83/235 EXCAVATORS.  
23C. 35371/235 FORK LIFT TRUCKS.  
23D. 37132-98/235 STREET SWEEPERS.  
24. FOREIGN SALES: LOCAL ONLY  
25. FINANCIAL REFS: BANK MELLI IRAN; FOREIGN TRADE BANK  
OF IRAN; BANK SADERAT.  
26. TRADE REFS: SEE ITEM (27).

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27. FOREIGN FIRMS REPRESENTED: HYSTER CO., OREGON, 1970,  
CRANES AND LIFT TRUCKS; HYSTER B.V., NETHERLANDS, 1970,  
CRANES AND LIFT TRUCKS; HYSTER EUROPE, LTD., U.K. 1970,  
CRANES AND LIFT UCKS, CRANE AND EXCAVATOR DIV., FMC  
CORP, IOWA CRANES AND EXCAVATORS, 1972; SWEEPER DIV.,  
FMC CORP., CALIFORNIA, 1975; STREET SWEEPERS, CROWN  
CONTROLS CORP, OHIO, 1975, FORK LIFT TRUCKS.

28. POST EVALUATION: THIS FIRM WAS STARTED IN 1970 BY SAHAKIAN AND ORDOUKIAN FAMILIES TO IMPORT CONSTRUCTION MACHINERY, ESP CRANES AND EXCAVATORS, FORK-LIFT TRUCKS, AND INDUSTRIAL SWEEPERS, WHICH THEY HAVE BEEN DOING SUCCESSFULLY SINCE THAT TIME. BEGINNING IN 1976, IRANIAN TRADE REGULATIONS STARTED TO RESTRICT IMPORTATION OF ALL THESE PRODUCTS LINES SO THAT COMPANY IS NOW SELLING OFF STOCK, PARTS AND SERVICE. MANAGERS OF FIRM ARE CONSIDERING NEW PRODUCTS LINES, BUT HAVE NOT YET DECIDED WHICH DIRECTION TO GO. THEY ARE WILLING TO CONSIDER REPRESENTATIONAL OFFERS FROM AMERICAN MACHINERY SUPPLIERS IN ALMOST ALL FIELDS. IRAN HYSTCO IS WELL MANAGED, PROFITABLE FIRM WHICH CURRENTLY MUST READJUST ITS ACTIVITIES. EMBASSY RECOMMENDS FIRM AS TRADE CONTACT.

29. PREP: GP. WILSON APPR: DAVID E. WESTLEY  
NAAS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 aug 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978TEHRAN07986  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780342-0930  
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**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** edc9bf5d-c288-dd11-92da-001cc4696bcc  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Reference:** n/a  
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**Review Action:** RELEASED, APPROVED  
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**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1655338  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTDR/FTI: IRAN HYSTCO CO.  
**TAGS:** BBSR, IR  
**To:** USDC  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014